



STIC Search Report

EIC 3600

STIC Database Tracking Number: 158154

TO: Naeem Haq
Location: KNX 5C04
Art Unit : 3625
Thursday, July 07, 2005

Case Serial Number: 09/653085

From: Caryn Wesner-Early
Location: EIC 3600
Knox Rm. 4B71
Phone: 272-3543

caryn.wesner-early@uspto.gov

Search Notes

There are a couple of book results here. One of them is available in EIC 2100, and you can go there to get it or Etelka can get it for you. The other one, we don't have (and I assume you don't have time for us to get it from another library), but it can be searched and pages can be viewed in Amazon. Let me know if you need any help with that, and of course, if a modification or re-focus of this search is needed, please let me know that, too.

Caryn S. Wesner-Early, MSLS
Technical Information Specialist
EIC 3600, US Patent & Trademark Office
Phone: (571) 272-3543
Fax: (571) 273-0046
caryn.wesner-early@uspto.gov



705/26,27

(10)

Access DB# 159154

SEARCH REQUEST FORM

Rush

Scientific and Technical Information Center

Requester's Full Name: Naeem Haq Examiner #: 78786 Date: 7/1/2005
 Art Unit: 3625 Phone Number 571-272-6758 Serial Number: 09/653,085
 Mail Box Location: KNX05-C04 Results Format Preferred (circle): **PAPER** ~~DISK~~ ~~E-MAIL~~

If more than one search is submitted, please prioritize searches in order of need.

Please provide a detailed statement of the search topic, and describe as specifically as possible the subject matter to be searched. Include the elected species or structures, keywords, synonyms, acronyms, and registry numbers, and combine with the concept or utility of the invention. Define any terms that may have a special meaning. Give examples or relevant citations, authors, etc, if known. Please attach a copy of the cover sheet, pertinent claims, and abstract.

Title of Invention: Methods and Systems for Electronic Transactions

Inventors (please provide full names): Mikhail Lotvin; Richard M. Nemes

Earliest Priority Filing Date: May 10, 2000

**For Sequence Searches Only* Please include all pertinent information (parent, child, divisional, or issued patent numbers) along with the appropriate serial number.*

Searches to date:

- EAST SEARCH as Shown.

BACKGROUND OF INVENTION

The Applicants' invention is directed to a computer-implemented method that uses software agents to receive a purchase requirement "acquisition specification" and then matches the requirement to an offering received over the Internet, and uses a compatibility dictionary (e.g. thesaurus) to determine if key words within the purchase requirement are compatible with key words in the offering (claim 1). Claim 8 states that the purchase requirements are stored on a "personal page" and that this personal page communicates with a GPS system.

Please provide an NPL search for claim 8 and an inventors search. All references must be before the priority date as shown above.

POSSIBLE SEARCH TERMS TO CONSIDER

(intelligent or electronic or mobile or internet or web or software or information on\$1line or cyber or virtual or wandering or network or interactive or shopping) adj (agent or salesperson or salesm?n or saleswom?n or rep or representative or avatar);

web\$1site or (web adj site) or web\$1page or ((web or home or personal) adj page) or homepage;

STAFF USE ONLY

	Type of Search	Vendors and cost where applicable
Searcher: _____	NA Sequence (#) _____	STN _____
Searcher Phone #: _____	AA Sequence (#) _____	Dialog _____
Searcher Location: _____	Structure (#) _____	Questel/Orbit _____
Date Searcher Picked Up: _____	Bibliographic _____	Dr.Link _____
Date Completed: _____	Litigation _____	Lexis/Nexis _____
Searcher Prep & Review Time: _____	Fulltext _____	Sequence Systems _____
Clerical Prep Time: _____	Patent Family _____	WWW/Internet _____
Online Time: _____	Other _____	Other (specify) _____



STIC Search Results Feedback Form

EIC 3600

Questions about the scope or the results of the search? Contact *the EIC searcher or contact:*

Karen Lehman, EIC 3600 Team Leader
(571) 272-3496 Knox 4B68

Voluntary Results Feedback Form

➤ I am an examiner in Workgroup: Example: 3620 (optional)

➤ Relevant prior art **found**, search results used as follows:

- ☐ 102 rejection
- ☐ 103 rejection
- ☐ Cited as being of interest.
- ☐ Helped examiner better understand the invention.
- ☐ Helped examiner better understand the state of the art in their technology.

Types of relevant prior art found:

- ☐ Foreign Patent(s)
- ☐ Non-Patent Literature
(journal articles, conference proceedings, new product announcements etc.)

➤ Relevant prior art **not found**:

- ☐ Results verified the lack of relevant prior art (helped determine patentability).
- ☐ Results were not useful in determining patentability or understanding the invention.

Comments:

Drop off or send completed forms to EIC3600 Knox 4B68



? show files;ds
File 476:Financial Times Fulltext 1982-2005/Jul 06
(c) 2005 Financial Times Ltd
File 613:PR Newswire 1999-2005/Jul 07
(c) 2005 PR Newswire Association Inc
File 621:Gale Group New Prod.Annou.(R) 1985-2005/Jul 07
(c) 2005 The Gale Group
File 624:McGraw-Hill Publications 1985-2005/Jul 06
(c) 2005 McGraw-Hill Co. Inc
File 636:Gale Group Newsletter DB(TM) 1987-2005/Jul 06
(c) 2005 The Gale Group
File 13:BAMP 2005/Jun W4
(c) 2005 The Gale Group
File 75:TGG Management Contents(R) 86-2005/Jun W4
(c) 2005 The Gale Group
File 482:Newsweek 2000-2005/Jul 06
(c) 2005 Newsweek, Inc.
File 483:Newspaper Abs Daily 1986-2005/Jul 02
(c) 2005 ProQuest Info&Learning
File 484:Periodical Abs Plustext 1986-2005/Jul W1
(c) 2005 ProQuest

Set	Items	Description
S1	3069662	(HOME OR PERSONAL OR INTERNET OR WEB OR WORLDWIDE??? OR WIDEWEB) (2N) (PAGE? ? OR SITE? ?) OR WEBPAGE? ? OR HOMEPAGE? ? OR WEBSITE? ?
S2	9062816	BUY??? OR PURCHAS??? OR PROCUR??? OR PROCUREMENT OR ACQUIRE??? OR OBTAIN??? OR ACQUISITION? OR WISH?? OR SHOPPING OR WANT?? OR NEED?? OR DESIR?
S3	5303432	REQUIREMENT? ? OR SPECIFICATIONS OR SPECS OR PARTICULARS OR DETAIL? ? OR DESCRIPTION? ? OR PROFILE? ? OR NEEDS OR STIPULAT? OR LIST? ?
S4	447	WISHLIST? ?
S5	73362	GPS OR GLOBAL() POSITION? OR (GLOBAL OR SATELLITE? ?) () LOCAT??? OR GLONASS OR POSITION() (DATA OR INFORMATION)
S6	7236663	INTELLIGENT OR SELLING OR SALES OR MOBILE OR WANDERING OR - AUTOMAT?? OR COMPUTERI? OR ELECTRONIC OR VIRTUAL OR INTERACTIVE OR SOFTWARE OR INTERFACE OR SMART OR INTERNET OR ONLINE OR ON() LINE OR IA OR AI OR ARTIFICIAL() INTELLIGENCE OR VENDOR? ?
S7	1991385	AGENT? ? OR ASSISTANT? ? OR SERVO? OR ROBOT? ? OR NETBOT? ? OR BOT OR BOTS OR REP OR REPS OR REPRESENTATIVE? ? OR AVATAR? ? OR SALESM?N OR SALESWOM?N OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PEOPLE)
S8	26677	SPIDER? ? OR AUTOMATON? ? OR AUTOMATA OR SYMBOT? OR KNOWBOT?
S9	2860035	TERM? ? OR KEYWORD? ? OR KEY()WORD? ? OR CONTROLLED() VOCABULARY OR DICTIONAR??? OR THESAURUS OR DESCRIPTOR? ?
S10	14867	S1(10N) ((S2(3N)S3) OR S4)
S11	5	S5(10N)S10
S12	142343	S6(3N) (S7 OR S8)
S13	1682	S9(10N)S12
S14	0	S11(S)S13
S15	17	S10 AND S13
S16	0	S5 AND S15
S17	700	S1(10N)S5
S18	1833565	S4 OR (S2(5N)S3)
S19	1	S12(S)S17
S20	219446	S6(10N) (S7 OR S8)
S21	695	S5 AND S18 AND S20
S22	26	S5(S)S18(S)S20

S23	44	S15 OR S19 OR S22
S24	21	S23 NOT PY>2000
S25	19	S24 NOT PD=20000511:20050831
S26	17	RD (unique items)

26/3,K/4 (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2005 The Gale Group. All rts. reserv.

01690614 Supplier Number: 50235870 (USE FORMAT 7 FOR FULLTEXT)

ATTENTION BUSINESS EDITORS:

PR Newswire, p0810VA003
August 10, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 1143

... prioritize and reassign orders during the day, according to the progress of workers and customer **needs**. With **global positioning** system (**GPS**), dispatchers will use the map to monitor the real-time location and status of orders and technicians. Field service **representatives** will be equipped with **mobile** computers that integrate area maps and use wireless networks to exchange information between the office...

26/3,K/6 (Item 4 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2005 The Gale Group. All rts. reserv.

01636125 Supplier Number: 48415750 (USE FORMAT 7 FOR FULLTEXT)

Autonomy Ships Agentware Products for Knowledge Management.

Business Wire, p4100016
April 10, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 974

... based software identifies key concepts in text along with the associated frequency and relationship of **terms** most closely correlated with the idea. Referred to as Concept **Agents**, the **software** abstracts can then be used to locate other instances of the pattern of terms and...

...large, unstructured volumes of information into personally relevant channels to help corporate intranets and commercial **websites** serve the changing **needs** and interests of users.

The intelligent pattern recognition technology that fuels Autonomy's software was...

26/3,K/12 (Item 6 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

01466729 Supplier Number: 42003171 (USE FORMAT 7 FOR FULLTEXT)

Are drug companies utilising potential of sales representatives?

Pharmaceutical Business News, pN/A
April 12, 1991
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 2137

... were too pushy. This latter view was strong among the doctors who did talk to **reps** as well: "There is very high pressure, high **sales** promotion techniques", said one; another said one drug company was "well noted for high pressure..."

...another went so far as to say that the relationship "between pharmaceutical reps and certain **GPS** is such that in my opinion it **needs** drastic changes".

And the reps themselves seemed to agree that there was too much pushiness...

26/3,K/13' (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2005 The Gale Group. All rts. reserv.

00677738 Supplier Number: 25494386 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Agents Need To Reassess Competencies
(Insurance industry seeing dramatic changes as the use of e-commerce continues to rise in popularity)
National Underwriter Life & Health-Financial Services Edition, v 103, n 45
, p 14-16
November 08, 1999
DOCUMENT TYPE: Journal ISSN: 0028-033X (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1033

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...decisions, and are turning to the Internet as a resource. Insurers have been offering financial **needs** analysis (FNA) tools to businesses on their **Web sites**; these are now being modified so that individuals can put in their particulars and obtain...

TEXT:

...has the potential to assist insurance providers. Insurers are currently providing business-to-business financial **needs** analysis (FNA) tools through their **Web sites** that allow individuals to input their own data and receive an analysis of coverages to...

...facilitate claims handling for accidental death and dismemberment policies, as well as healthcare and long- **term** care claims.

Finally, **agents** will pull **Internet** resources to access client data, profiles and major life-event information, enabling them to offer...

26/3,K/14 (Item 2 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2005 The Gale Group. All rts. reserv.

00622803 Supplier Number: 24668554 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Mind Maps: Hot New Tools Proposed for Cyberspace Librarians, Part 1 of 2
(Article proposes a new online tool called the mind map, which is based on the book index, that could enable professional searchers to better connect customer **needs** with a precise **Web site** or a partial **Web site** containing the answer)

Article Author(s): Humphreys, Nancy K
Searcher, v 7, n 6, p 10-21
June 1999
DOCUMENT TYPE: Journal ISSN: 1070-4795 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2632

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...(is based on the book index, that could enable professional searchers to better connect customer **needs** with a precise **Web site** or a partial **Web site** containing the answer)

TEXT:

...new kind of online tool that has become feasible, professional searchers can better connect the **needs** of a client with a precise **Web site** or part of a Web site containing the answer. This new online tool is a...

...in databases created by the search engine's spiders.

"More like this" and "try these **terms**" cross-referencing systems help searchers narrow down their results. **Intelligent agents** and cookies try to predict what sites will interest users based on patterns of previously ...

26/AA,AN,TI/1 (Item 1 from file: 613)
DIALOG(R)File 613:(c) 2005 PR Newswire Association Inc. All rts. reserv.

20000508SFM117

Entera Announces Teraedge(TM), Break-Through, Standards-Based Caching
Software to Improve User Experience And Reduce Bandwidth

26/AA,AN,TI/2 (Item 2 from file: 613)
DIALOG(R)File 613:(c) 2005 PR Newswire Association Inc. All rts. reserv.

20000301ATW026

Witness Systems And Eshare Technologies Provide Enhanced Emedia Delivery
And Recording Capabilities to Contact Centers

26/AA,AN,TI/3 (Item 1 from file: 621)
DIALOG(R)File 621:(c) 2005 The Gale Group. All rts. reserv.

01900314 Supplier Number: 54909212

GTE SuperPages.com Service Sets Shopping Spiders Free on Web To Help
Consumers Buy Online Effectively.

26/AA,AN,TI/4 (Item 2 from file: 621)
DIALOG(R)File 621:(c) 2005 The Gale Group. All rts. reserv.

01690614 Supplier Number: 50235870

ATTENTION BUSINESS EDITORS:

26/AA,AN,TI/5 (Item 3 from file: 621)
DIALOG(R)File 621:(c) 2005 The Gale Group. All rts. reserv.

01658731 Supplier Number: 50048673

Autonomy First to Fully Automate XML Tagging; Autonomy Agentware Knowledge
Server Now Features Automatic XML Tagging Module.

26/AA,AN,TI/6 (Item 4 from file: 621)
DIALOG(R)File 621:(c) 2005 The Gale Group. All rts. reserv.

01636125 Supplier Number: 48415750

Autonomy Ships Agentware Products for Knowledge Management.

26/AA,AN,TI/7 (Item 1 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

04149422 Supplier Number: 54414408

Financial: Intel First Quarter Revenue \$7.1 Billion; Earnings Per Share
\$0.57, Adjusted for 2-for-1 Split; Revenue Up 18% and EPS Up 58% from
First Quarter 1998.(Company Financial Information)

26/AA,AN,TI/8 (Item 2 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

04092050 Supplier Number: 53872727
New Handsets Strut Their Stuff At Wireless '99.

26/AA,AN,TI/9 (Item 3 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

04071423 Supplier Number: 53571981
MONTHLY BUSINESS MARKET PROFILE.

26/AA,AN,TI/10 (Item 4 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

03898499 Supplier Number: 50064581
-AUTONOMY: Autonomy first to fully automate XML tagging

26/AA,AN,TI/11 (Item 5 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

03666192 Supplier Number: 47897175
ROBOTIC DIGEST--Marine Corps System

26/AA,AN,TI/12 (Item 6 from file: 636)
DIALOG(R)File 636:(c) 2005 The Gale Group. All rts. reserv.

01466729 Supplier Number: 42003171
Are drug companies utilising potential of sales representatives?

26/AA,AN,TI/13 (Item 1 from file: 13)
DIALOG(R)File 13:(c) 2005 The Gale Group. All rts. reserv.

00677738 Supplier Number: 25494386
Agents Need To Reassess Competencies

26/AA,AN,TI/14 (Item 2 from file: 13)
DIALOG(R)File 13:(c) 2005 The Gale Group. All rts. reserv.

00622803 Supplier Number: 24668554
Mind Maps: Hot New Tools Proposed for Cyberspace Librarians, Part 1 of 2

26/AA,AN,TI/15 (Item 3 from file: 13)
DIALOG(R)File 13:(c) 2005 The Gale Group. All rts. reserv.

00613717 Supplier Number: 24644173
Funds Use Web For Client Retention

26/AA,AN,TI/16 (Item 1 from file: 484)
DIALOG(R)File 484:(c) 2005 ProQuest. All rts. reserv.

02856944

Timely warning

26/AA,AN,TI/17 (Item 2 from file: 484)
DIALOG(R)File 484:(c) 2005 ProQuest. All rts. reserv.

01650459

Indoor robots start flying blind

? show files;ds

File 47:Gale Group Magazine DB(TM) 1959-2005/Jul 07
(c) 2005 The Gale group
File 635:Business Dateline(R) 1985-2005/Jul 07
(c) 2005 ProQuest Info&Learning
File 570:Gale Group MARS(R) 1984-2005/Jul 06
(c) 2005 The Gale Group
File 387:The Denver Post 1994-2005/Jul 06
(c) 2005 Denver Post
File 471:New York Times Fulltext 1980-2005/Jul 07
(c) 2005 The New York Times
File 492:Arizona Repub/Phoenix Gaz 1986-2002/Jan 06
(c) 2002 Phoenix Newspapers
File 494:St LouisPost-Dispatch 1988-2005/Jul 03
(c) 2005 St Louis Post-Dispatch
File 498:Detroit Free Press 1987-2005/Jul 05
(c) 2005 Detroit Free Press Inc.
File 631:Boston Globe 1980-2005/Jul 06
(c) 2005 Boston Globe
File 633:Phil.Inquirer 1983-2005/Jul 05
(c) 2005 Philadelphia Newspapers Inc
File 638:Newsday/New York Newsday 1987-2005/Jul 06
(c) 2005 Newsday Inc.
File 640:San Francisco Chronicle 1988-2005/Jul 02
(c) 2005 Chronicle Publ. Co.
File 641:Rocky Mountain News Jun 1989-2005/Jul 06
(c) 2005 Scripps Howard News
File 702:Miami Herald 1983-2005/Jul 06
(c) 2005 The Miami Herald Publishing Co.
File 703:USA Today 1989-2005/Jul 06
(c) 2005 USA Today
File 704:(Portland)The Oregonian 1989-2005/Jul 06
(c) 2005 The Oregonian
File 713:Atlanta J/Const. 1989-2005/Jul 03
(c) 2005 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2005/Jul 07
(c) 2005 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2005/Jul 07
(c) 2005 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2005/Jul 05
(c) 2005 The Plain Dealer
File 735:St. Petersburg Times 1989-2005/Jul 03
(c) 2005 St. Petersburg Times
File 476:Financial Times Fulltext 1982-2005/Jul 06
(c) 2005 Financial Times Ltd
File 477:Irish Times 1999-2005/Jul 07
(c) 2005 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2005/Jul 06
(c) 2005 Times Newspapers
File 711:Independent(London) Sep 1988-2005/Jul 06
(c) 2005 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2005/Jul 07
(c) 2005 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2005/Jul 07
(c) 2005
File 141:Readers Guide 1983-2005/Dec
(c) 2005 The HW Wilson Co

Set	Items	Description
S1	848587	(HOME OR PERSONAL OR INTERNET OR WEB OR WORLDWIDE??? OR WI-

DEWEB) (2N) (PAGE? ? OR SITE? ?) OR WEBPAGE? ? OR HOMEPAGE? ? OR
WEBSITE? ?

S2 15499162 BUY??? OR PURCHAS??? OR PROCUR??? OR PROCUREMENT OR ACQUIR-
??? OR OBTAIN??? OR ACQUISITION? OR WISH?? OR SHOPPING OR WAN-
T??? OR NEED?? OR DESIR?

S3 7006398 REQUIREMENT? ? OR SPECIFICATIONS OR SPECS OR PARTICULARS OR
DETAIL? ? OR DESCRIPTION? ? OR PROFILE? ? OR NEEDS OR STIPUL-
AT? OR LIST? ?

S4 552 WISHLIST? ?

S5 42080 GPS OR GLOBAL() POSITION? OR (GLOBAL OR SATELLITE? ?) () LOCA-
T??? OR GLONASS OR POSITION() (DATA OR INFORMATION)

S6 6833485 INTELLIGENT OR SELLING OR SALES OR MOBILE OR WANDERING OR -
AUTOMAT?? OR COMPUTERI? OR ELECTRONIC OR VIRTUAL OR INTERACTI-
VE OR SOFTWARE OR INTERFACE OR SMART OR INTERNET OR ONLINE OR
ON() LINE OR IA OR AI OR ARTIFICIAL() INTELLIGENCE OR VENDOR? ?

S7 4233770 AGENT? ? OR ASSISTANT? ? OR SERVO? OR ROBOT? ? OR NETBOT? ?
OR BOT OR BOTS OR REP OR REPS OR REPRESENTATIVE? ? OR AVATAR?
? OR SALESM?N OR SALESWOM?N OR SALES() (MAN OR MEN OR WOM?N OR
PERSON OR PEOPLE)

S8 70913 SPIDER? ? OR AUTOMATON? ? OR AUTOMATA OR SYMBOT? OR KNOWBO-
T?

S9 3721393 TERM? ? OR KEYWORD? ? OR KEY()WORD? ? OR CONTROLLED() VOCAB-
ULARY OR DICTIONAR??? OR THESAURUS OR DESCRIPTOR? ?

S10 5355 S1(10N) ((S2(3N)S3) OR S4)

S11 2 S5(10N)S10

S12 150427 S6(3N) (S7 OR S8)

S13 1023 S9(10N)S12

S14 0 S11(S)S13

S15 662 S1(S)S5

S16 2406545 S4 OR (S2(5N)S3)

S17 174291 S6(5N) (S7 OR S8)

S18 12 S15 AND S16 AND S17

S19 320 S10 AND (S5 OR S12)

S20 46 S10(S) (S5 OR S12)

S21 13 S9 AND S20

S22 57 S18 OR S20

S23 32 S22 NOT PY>2000

S24 19 S23 NOT PD=20000511:20050831

S25 18 RD (unique items)

25/3,K/1 (Item 1 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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06171129 SUPPLIER NUMBER: 78271507 (USE FORMAT 7 OR 9 FOR FULL TEXT)
PRODUCTS.(services and equipment providers)(Directory)
American City & County, 114, 7, 14
June 30, 1999
DOCUMENT TYPE: Directory ISSN: 0149-337X LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 50908 LINE COUNT: 14954

... as being your
drafting department. We follow your standards, your
layering conventions, we meet your **needs** ! SEE
OUR AD ON **PAGE** 022
STORMCEPTOR CORP., 600 E. Jefferson St., Ste.
304, Rockville, MD 20852. (301) 762-8361...

25/3,K/3 (Item 3 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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05234684 SUPPLIER NUMBER: 21013128 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**America's best technology users. (includes seven related user
profiles)(Forbes ASAP) (Industry Trend or Event)**
Amer, Suzie; Bianchi, Alessandra; Donahue, Sean; Ginsburg, Steven; Jeffers,
Michelle;; Patterson, Lee; Pickering, Carol
Forbes, v162, n4, p563(20)
August 24, 1998
ISSN: 0015-6914 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 7223 LINE COUNT: 00570

... SAP software and manage financials and supply chain management,
plus monitor seed growth. Its field **sales reps** use laptops running a
database management retrieval package, FIS (Field Info Systems), to input
historical...to set up direct payment plans, ask customer service
questions, and click in with other **needs** .
Pacific Gas and Electric, San Francisco, CA
X WIMP 1997 Revenues: \$15.4B Market to...1998 Revenues: \$6.5B Market
to Book: 12.52 Five-Year Revenue Growth: 14.5% **Web Site** : gap.com
Exchange: NYSE Ticker Symbol: **GPS** Ability to Attract Talent: 5 Ability to
Renew: 5 CEO Motivation Index: 5
This is...

25/3,K/4 (Item 4 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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04739013 SUPPLIER NUMBER: 19365900 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Designing Web sites for non-human audiences. (software agents automate
information retrieval) (Internet/Web/Online Service Information)(Column)**
Sullivan, Eamonn
PC Week, v14, n17, p38(1)
April 28, 1997
DOCUMENT TYPE: Column ISSN: 0740-1604 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract
WORD COUNT: 611 LINE COUNT: 00051

... of your most important readers, for example, won't even be human. They'll be **automated agents** or simpler programs designed to import information from Web pages into another application. Even now, some **Web sites** are serving pages in which the **needs** of a human reader are secondary, at best: large tables or lists that are read...

25/3,K/5 (Item 5 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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04734413 SUPPLIER NUMBER: 19327524 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Trawling for \$1 billion. (Cisco System's sales through the Internet)(Success in Cyberspace; Sales & Marketing: The Internet, Part 1)
Bartholomew, Doug
Industry Week, v246, n8, p68(4)
April 21, 1997
ISSN: 0039-0895 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1893 LINE COUNT: 00148

... make alternative choices based on which aspects of the product have greater priority for their **needs**. "The customer using the **Web site** gets the same behavior that he would with a really good **sales rep**," says Calico's Rome. "He knows all about the product, he lets you start the

25/AA,AN,TI/1 (Item 1 from file: 47)
DIALOG(R)File 47:(c) 2005 The Gale group. All rts. reserv.

06171129 SUPPLIER NUMBER: 78271507
PRODUCTS.(services and equipment providers)(Directory)

25/AA,AN,TI/2 (Item 2 from file: 47)
DIALOG(R)File 47:(c) 2005 The Gale group. All rts. reserv.

05858890 SUPPLIER NUMBER: 63502571
Secret Shopper Showdown.(Industry Trend or Event)

25/AA,AN,TI/3 (Item 3 from file: 47)
DIALOG(R)File 47:(c) 2005 The Gale group. All rts. reserv.

05234684 SUPPLIER NUMBER: 21013128
America's best technology users. (includes seven related user profiles)(Forbes ASAP) (Industry Trend or Event)

25/AA,AN,TI/4 (Item 4 from file: 47)
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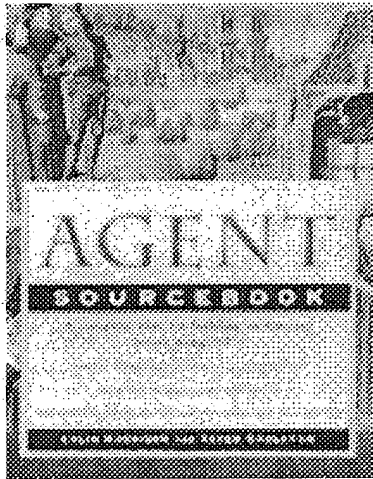
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